



Canadians in communities across this country have shared the rewards of succeeding in the new economic era of business beyond borders. Our high level of global connectedness leads to jobs for Canadians, to enhanced competitiveness of our companies, to greater choice for consumers, and to a better quality of life for the country.

While we have been doing well internationally, this is not a time for complacency by Canadian governments or industry. Much of our global success draws on a federal infrastructure that comprises hundreds of international trade and investment agreements, the support of 130 Canadian posts around the world, and the innovative trade financing of EDC (Export Development Corporation), among other federal assets. This is an infrastructure that requires continuous investment and modernization.

We must aim to have more Canadian companies selling more goods and services to more countries. While Canada's trade is substantially powered by some 50 large corporations, more than 70 percent of our exporters are small companies with less than \$1 million in sales. When they go abroad, we have to help sustain their efforts, in order that they succeed in joining the ranks of Canada's major corporations. We must also make greater efforts in emerging markets, and continue to expand in high-growth sectors such as those related to the digital economy.

In short, this is no time for complacency. As Minister for International Trade, I invite you to join in as Canadians seek to build on our successes with renewed determination to harness the benefits of globalization through trade.

And I am confident that, with continued intensive effort to focus on new markets and increase the share of Canadian exports in existing markets, next year's *State of Trade Report* will show that we are making even greater progress.

